

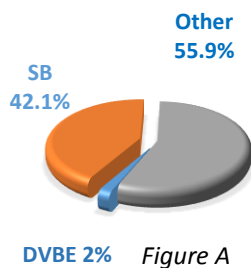


Small Business Update

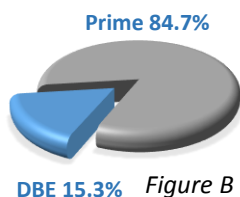
May 19, 2017 – Statewide Small Business Council Meeting @ Sacramento

SB, DVBE, DBE Participation At a Glance

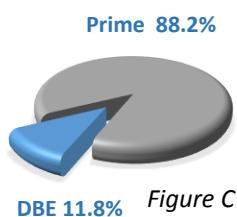
STATE CONTRACTS & PROCUREMENT (JULY 1-DEC 30)
\$11.9 M*



FEDERAL CONSTRUCTION CONTRACTS (OCT 1- APR 30)
\$48.9 M



CENTRAL REGION A&E CONTRACTS
\$61.9 M



*Corrected

CURRENT UPDATE:

There are 55 active construction projects totaling approximately \$443.6M.

CALIFORNIA TRANSPORTATION COMMISSION (CTC) FUNDING:

In March, the CTC approved \$6.8M for seven (7) District 10 projects. Notable projects include:

- San Joaquin County: Reconstruct slope and place rock slope protection, \$2.3M
- Tuolumne County: Install new drainage system and rock slope protection, \$1.1M
- Calaveras County: Reconstruct embankment and install rock slope protection, \$900,000
- Merced County: Shoulder widening and construct left-turn lanes, \$1.9M

For May, the CTC will vote on over \$9.3M of funding including the following notable projects:

- Calaveras County: Slipout repair, \$6.5M
- Merced County: Install thrie-beam median barrier, \$2.4M

MINOR B CONTRACTS:

Awarded in FY 16/17 – Two (2) totaling \$400,493 with 50% SB participation and DVBE commitment of 5.3% & 5%.

DIRECTOR'S ORDERS:

Authorized fourteen (14) in the state FY 16/17 with a total \$11.4M with 64% SB participation

STATE CONTRACTS AND PROCUREMENT: (Figure A)

Cumulative State-funded procurement and contracts participation for the 2nd quarter of the FY 16/17 totaling over \$11.9M

- Small Business (SB) participation of 42.1%, total of \$5M
- Disabled Veteran Business Enterprise (DVBE) participation of 2%, total of \$233,233

FEDERAL CONSTRUCTION CONTRACTS: (Figure B)

Year to date, April 2017, we were awarded sixteen (16) federal projects totaling \$48.9M (total Disadvantaged Business Enterprise (DBE) commitment of 15.3%, total of \$7.5M).

CENTRAL REGION A&E CONTRACTS (Districts 5, 6, 10) COMBINED: (Figure C)

- 5 Year (exp. 04/22) —Total \$1.6M—DBE participation \$160,000 (10%) 2 DBE subs
- 5 Year (exp. 11/21) —Total \$2.5M—DBE participation \$198,254 (8%) 2 DBE subs
- 5 year (exp. 12/20) —Total \$6.7M—DBE participation \$804,000 (12%) 6 DBE subs
- 5 year (exp. 12/20) —Total \$12M —DBE participation \$1,260,000 (10.5%) 6 DBE subs
- 5 year (exp. 11/20) —Total \$2.5M—DBE participation \$200,000 (8%) 2 DBE subs
- 4 year (exp. 02/20) —Total \$2.0M—DBE participation \$297,250 (14.5%) 5 DBE subs
- 3 year (exp. 03/19) —Total \$5.6M—DBE participation \$557,508 (14%) 1 DBE sub
- 3 year (exp. 06/19) —Total \$2.5M—DBE participation \$310,000 (12.4%) 5 DBE subs
- 3 year (exp. 12/19) —Total \$2.6M—DBE participation \$313,934 (12%) 7 DBE subs
- 3 year (exp. 01/20) —Total \$8.8M—DBE participation \$1,230,600 (14%) 5 DBE subs
- 3 year (exp. 02/20) —Total \$15.1M—DBE participation \$1,963,000 (13%) 5 DBE subs

Combined Total \$61,909,388 – DBE participation \$7,294,546 (11.8%) 46 DBE subs

UPCOMING CENTRAL REGION A&E REPLACEMENT SERVICE CONTRACTS:

- 06A2378 – 3 Year (Apr. 2017) Total \$3M —Land Surveying and Right of Way

(Upcoming A&E Projects and Outreach Events, go to <http://www.dot.ca.gov/hq/dpac/aeinfo.htm>)

District 10 Outreach Events Participated: July 01, 2016 – May 19, 2017

Small Business Mixer

13

Small Business Workshop

15

Small Business Fair/ Conference

10

PAST OUTREACH: MAJOR EVENTS

- On April 6, 2017, Caltrans and members of the San Joaquin Public Agency Consortium hosted the Public Works and Purchasing showcase at the Robert Cabral Agricultural Center in Stockton. Over 90 participants attended and interacted with a panel of procurement agents from city, local and state agencies to discuss the bidding process and upcoming opportunities.
- On April 11, 2017, we hosted a Meet the Buyers' procurement event at District 10 in Stockton. This event provided SBE's and DVBE's selling goods and services an opportunity to meet and ask questions of 30 District 10 Cal-card holders and buyers. Approximately 20 Vendors will be solicited for upcoming district commodity contracts.
- On May 4, 2017, we participated with District 3 in Sacramento Public Agency Consortium's Connecting Point. This well attended event drew in 290 participants and connected small businesses with procurement staff and advocates.
- On May 12, 2017, we hosted a Meet the Prime event with assistance from OBEO in Stockton. Twelve participants met with three prime vendors to learn about future partnering opportunities. We wish to thank Teichert, Bridgeway Civil Constructors, and Brosamer & Wall for their participation in this event. Additionally, the Maintenance design team, Samuel Jordan and Dennis Agar also stopped by to discuss the newly approved SB 1 Transportation Bill.

FUTURE OUTREACH EVENTS

- In June 7, 2017, from 8:00AM-1:00PM, we will co-host Purchasing Power 2017, a collaborative effort with the Small Business Administration, Valley Sierra Small Business Development Center and Stanislaus County Purchasing at the Stanislaus County Harvest Hall. This free event will provide break-out sessions on contracting requirements, insurance and bonding, and small business programs with the State, City and Local Municipalities. Moreover, business owners will be able to meet people with purchasing power and learn about local and government contracting opportunities in the Stanislaus and Merced Counties.
- In September 2017, we will host a Mandatory Pre-Bid Meeting (MPB) for a Federal project on SR 99 that will stretch from San Joaquin County to Stanislaus County. This project will require Prime contractors interested in bidding to attend the meeting, and failure to attend will result in its bid being rejected as non-responsive. This project will have a DBE goal and will be advertised in October.



"District 10 - One Vision, One Team, One Voice"

District 10: Amador, Alpine, Calaveras, Mariposa, Merced, San Joaquin, Stanislaus, and Tuolumne Counties

D10 Small Business Liaison: Zee Lao (209) 948-7855